

Livestock to Markets (L2M)

This is an ACTION PLAN based on participation of representatives from three East Africa countries in the L2M Working Group. The group developed a common framework to guide their discussion and understanding of all the elements that influence the development of a **Livestock to Markets Business** among pastoralist communities. They will use this as a benchmark for their commitment and actions in their respective countries over the next two years. These action plans should be revisited at this time to attest to progress.

They identified 10 themes:

1. Social and cultural influences that either support or deter commercialization of pastoralist livelihoods
2. Policy and legislation
3. Natural Resources Management Governance and Tenure Security
4. Economic factors and financial tools
5. Capacity Building – the level of skills, knowledge that are needed
6. Technology
7. Extension and outreach services

8. Information Management Systems
9. Infrastructure
10. Market Development, Consumer Preference, and Value Chains

We identified four priority themes that presently influence the East Africa pastoralist livestock economy. They are presented here in order of importance:

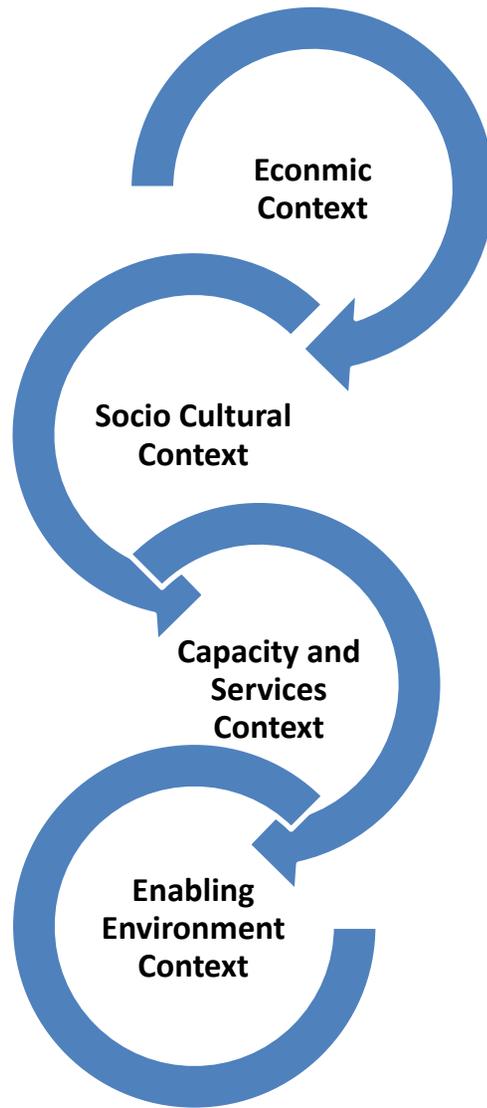
1. Social and cultural thinking and practices
2. Market development, consumer preference and value chains
3. NRM Governance and Tenure security
4. Policy and legislation

The Group further aggregated the 10 themes into four clusters that allowed them to tackle prioritization of tasks in each Country represented in the working group.

The four Livestock2Market Clusters are:

- Gender
- Age sets
- Youth
- Power/the elite
- Cattle barons

- Policy and Legislation
- Governance
- Tenure Security



- Finance
- Markets and Value Chain
- Economic Conditions
- Consumer Preference

- Capactiy Building
- Technology
- Extension Services
- Information Management

KEY QUESTIONS/LESSONS LEARNED/SOLUTIONS IDENTIFIED	KEY OBSTACLES/FORCES AGAINST ACHIEVEMENT - SCALING UP OF THESE SOLUTIONS	KEY FORCES/TOOLS FOR ACHIEVEMENT, BEST PRACTICES TO COUNTER THESE OBSTACLES	WAY FORWARD – RECOMMENDATIONS/PLAN OF ACTION By Country
<p>ENABLING ENVIRONMENT</p> <p>There is insufficient practical, enabling legislation and regulations at local and national level encouraging a commercialization of pastoralist livestock.</p>	<p>Devolution/decentralization of legislation and regulations supporting commercial pastoralism are lagging behind other aspects of devolution.</p> <p>Community land tenure security is only beginning to take hold in several East Africa countries.</p> <p>Private Property ownership and community land ownership can be a deterrent to community, commercial livestock to markets programs. Tends to favor the affluent and privileged.</p> <p>There are no government incentives offered to pastoralists to make the switch in pastoralist livestock to commercial markets</p>	<p>Identify key legislation at District/County level that encourages commercialization of pastoralist livestock</p> <p>Examine the use of voluntary insurance payments to help manage risk on community-focused commercial fattening projects.</p> <p>Pastoralist Livestock Trading Companies in lieu of non-pastoralist trading companies.</p>	<ul style="list-style-type: none"> ▪ Use county multi-disciplinary groups to focus and debate issues related to L2M (KENYA, UGANDA, TANZANIA) ▪ Use these same groups to address the costs of moving cattle to markets (address cess and taxation impacts on willingness to sell). (TANZANIA) ▪ Develop an incentives program to support the development of grass banks that can be used for individual/community fattening of livestock. And help these grass bank projects extend marketing services as part of their suite of “services”. (KENYA) ▪ Help secure tenure for grass banks and ensure that property rights agreements are part of any fattening scheme. (KENYA) ▪ Provide guidance and enforcement of weight based system to moving livestock through a fattening program and get these pilots supported by local and county government. UGANDA and TANZANIA ▪ Help the County/District Governments to set up pilots where cattle are seen as a property with recognized commercial/collateral rights. (TANZANIA and UGANDA) ▪ Examine and document livestock trading companies in each area to determine their operations and practices (TANZANIA and UGANDA)
<p>SOCIO-CULTURAL</p> <p>Reluctance of pastoralist groups</p>	<ul style="list-style-type: none"> ▪ Mindset and prestige - Cattle are considered very valuable to men and an indication of cultural wealth and power. 	<ul style="list-style-type: none"> ▪ Establish grass banks as part of land use planning, and not just 	<p>Demonstrate the practical ways that pastoralist groups can enter a sustainable livestock market/ commercial livestock production. KUT</p>

<p>to enter into commercial livestock production</p> <p>Trust</p> <p>Absence of investment opportunities from commercialization of livestock sales.</p>	<ul style="list-style-type: none"> ▪ Continued expectation that a larger herd is a risk management strategy for drought and disease Low levels of education regarding commercial livestock ▪ Resistance to change; and a fear that change will not be for the better. ▪ No, or poorly identified Investment opportunities after sales ▪ Poor financial mgt skills/financial literacy impede acceptance of commercial livestock efforts ▪ Limited control of large livestock by women and very little participation in large livestock decision-making ▪ Excessive demands by family and community once cows turned into cash make owners fearful of sales. 	<p>grazing planning. Help communities continue to protect these from outsiders.</p> <ul style="list-style-type: none"> ▪ small, focused outreach and marketing efforts where pilots are used to build trust and effectiveness, e.g. Borana ▪ public/private partnerships between private ranches/conservancies and communities of pastoralists ▪ financial literacy, greater concentration on the role of school leavers in the L2M practice ▪ 	<p>Reinforce the message that commercial livestock helps to provide the family with resilience to climate change, help people to understand that there is already a move to a cash economy; Emphasize the idea of smaller, healthier herds being an easier family and community livestock management strategy. Don't call it destocking, but call it livestock management where outputs/sales allow you to buy more cows when their price and condition are right and the land can receive them.</p> <p>Try experimental fattening projects on neighbor lands. These are good at establishing trust and sharing of risk. (KENYA and TANZANIA)</p> <p>Establish more grass banks as tools to fattening local cattle and help them move to commercial livestock projects. (KENYA AND TANZANIA)</p> <p>Work with pastoralist communities to establish a “critical mass” of participants so that there is greater purchasing and sales strength through numbers. (UGANDA AND TANZANIA)</p> <p>Document efforts where a critical mass of pastoralists come together to make a difference regarding a voice in the market and offer consistency of supply. (KENYA AND UGANDA)</p>
<p>ECONOMY</p> <p>Pastoralist community understanding of the economic factors is limited in a commercial marketplace. We need to provide more opportunities for financial and market “literacy” among pastoralist target groups, cultivate early adopters, and use them to spread success.</p>	<p>Cattle are not viewed as collateral that can be defended, serve as collateral, or be readily insured.</p> <p>Too many livestock insurance schemes are impractical and unsustainable</p>	<p>Formation of savings societies are best achieved after success of livestock sales when people want to safeguard their gains and not before.</p> <p>savings societies develop loan schemes for short-term family needs vs long-term livestock investment.</p> <p>Help with financial literacy.</p>	<ul style="list-style-type: none"> ▪ Formation of a Savings Society to Safe guard gain and meet family needs ▪ Help targeted groups distinguish between immediate needs (financial), emergencies and livestock keeping as a business (KUT) ▪ Examine opportunities to support Pastoralist Livestock Trading company formation TANZANIA ▪ Help focal groups of pastoralist livestock sellers understand the Importance of the market

		<p>Cross-visits and fields visits provide practical exposure to institutions and pilot projects</p>	<p>segments/and livestock demand</p> <ul style="list-style-type: none"> ▪ Role of livestock insurance UGANDA ▪ Try out group, voluntary/fee based insurance efforts that safeguard against loss in pilot marketing schemes. KENYA ▪
<p>EDUCATION, Technology & SERVICES</p> <p>There are an overwhelming set of challenges in moving pastoralist economies into commercial economies. We need a revival of learning and training dedicated to new approaches, service delivery, financial literacy, savings, and what technologies can help us demonstrate success in a viable, cost-effective and equitable fashion.</p>	<p>Absence of extension services any more in rural areas;</p> <p>Specialization of livestock vet services means that barefoot vets are not allowed in Kenya</p> <p>Quality control of drugs is suspect and many illegal and ineffective drugs are entering the market.</p> <p>Few pastoralist community cows are brought to high-end markets because of the poor/suspect quality of the meat. It's thus difficult for them to achieve premium prices</p>	<p>Livestock identification systems are experiencing a “rebirth” with the use of electronic tools, applications, and the ability to link information systems more cost-effectively.</p> <p>Commercial fattening and sales schemes are emerging in Kenya such as Mara Beef, and the Borana Livestock to Markets projects.</p>	<ul style="list-style-type: none"> ▪ Introduce and pilot the use of livestock monitoring and identification systems to encourage value addition and traceability KENYA and UGANDA ▪ Develop a payment system where animal health needs are built into a better system of extension service delivery and passed on in the value chain. KENYA, TANZANIA, and UGANDA ▪ Attempt an effort that links livestock health to quality to better price-incentives with consumers UGANDA and TANZANIA ▪ Use pilot efforts between pastoralist communities and private ranches/landowners or pastoralist savings groups to develop and maintain aa Livestock Market Information Management System - LMIS KENYA and UGANDA